

The State of Delaware

Group Health Insurance Plan

FY20 Planning

June 10, 2019



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Today's discussion

- GHIP long term health care cost projections recap
- FY20 Health Plan premium recommendations
- Next steps
- Appendix

GHIP long term health care cost projections (FY19 Q3 update)

Premium rate increase scenarios (recap)

- Based on updated financial projections as of FY19 Q3, the GHIP is projected to end FY19 with a \$60.1M surplus
- The following pages show the revised long term projections reflecting claims data through Q3 under three premium rate increase scenarios:
 - 2.0% increase effective 7/1/2019 (\$52.1M projected surplus through end of FY20)
 - 1.0% increase effective 7/1/2019 (\$43.9M projected surplus through end of FY20)
 - Hold premium rates flat effective 7/1/2019 (\$35.6M projected surplus through end of FY20)
- On May 2nd, the Financial Subcommittee discussed cost implications for the State and General Fund, employee/pensioners, and GHIP projected surplus levels in FY20 and future years

Proposed 7/1/2019 Premium Increase	Premium Revenue Increase	State Share	Employee Share	General Fund Allocation	Employee Premium Increase (annual)	Premium Increase as % of Pay (Salary = \$25k)	FY20 Surplus/ (Deficit)	FY21 Surplus/ (Deficit)
+2.0%	\$16.5M	\$14.9M	\$1.6M	\$10.9M	\$6.72 – \$65.52	0.03% - 0.26%	\$52.1M	\$16.3M
+1.0%	\$8.3M	\$7.5M	\$0.8M	\$5.5M	\$3.36 – \$32.76	0.01% - 0.13%	\$43.9M	(\$8.8M)
0%	\$0	\$0	\$0	\$0	\$0	0%	\$35.6M	(\$33.7M)

GHIP long term health care cost projections (FY19 Q3 update¹)

Subcommittee recommendations including FY20 program changes and 2% annual premium increase

FY20 reflects employee contribution increases of \$0.56 – \$5.46 per month (\$6.72 – \$65.52 per year) and State subsidy increases of \$13.35 – \$35.73 per employee per month (\$160.20 – \$428.76 per year) effective 7/1/2019

GHIP Costs (\$ millions)	FY17 Actual	FY18 Actual	FY19 Projected ¹	FY20 Projected ^{1,8}	FY21 Projected ⁸	FY22 Projected ⁸	FY23 Projected ⁸
Average Enrolled Members	123,132	125,488	126,471	127,736	129,013	130,303	131,606
GHIP Revenue							
Premium Contributions (Increasing with Enrollment) ²	\$799.0	\$810.9	\$818.4	\$825.5	\$833.8	\$842.1	\$850.5
<i>2.0% Premium Increase 7/1/2019 and beyond</i>	-	-	-	\$16.5	\$33.5	\$51.3	\$69.9
Other Revenues ³	\$81.6	\$92.1	\$93.2	\$111.5	\$118.2	\$125.4	\$133.0
Total Operating Revenues	\$880.6	\$903.0	\$911.6	\$953.5	\$985.5	\$1,018.8	\$1,053.4
GHIP Expenses (Claims/Fees)							
Operating Expenses ⁴	\$816.8	\$853.9	\$920.2	\$967.7	\$1,026.2	\$1,088.3	\$1,154.1
<i>% Change Per Member</i>	<i>1.8%</i>	<i>2.6%</i>	<i>6.9%</i>	<i>4.1%</i>	<i>5.0%</i>	<i>5.0%</i>	<i>5.0%</i>
FY20 Program Changes ⁵				(\$9.6)	(\$10.1)	(\$10.6)	(\$11.1)
Excise Tax Liability ⁶						\$9.1	\$16.3
Adjusted Net Income (Revenue less Expense)	\$63.8	\$49.1	(\$8.6)	(\$4.6)	(\$30.6)	(\$68.0)	(\$105.9)
Balance Forward	\$38.9	\$102.7	\$151.8	\$143.2	\$138.6	\$108.0	\$40.0
Ending Balance	\$102.7	\$151.8	\$143.2	\$138.6	\$108.0	\$40.0	(\$65.8)
- Less Claims Liability ⁷	\$54.0	\$58.9	\$58.8	\$61.2	\$64.9	\$69.4	\$74.0
- Less Minimum Reserve ⁷	\$24.0	\$24.0	\$24.3	\$25.3	\$26.8	\$28.7	\$30.4
GHIP Surplus (After Reserves/Deposits)	\$24.7	\$68.9	\$60.1	\$52.1	\$16.3	(\$58.1)	(\$170.2)

Please refer to Appendix (slide 12) for detailed projection footnotes

FY20 monthly rates and employee/retiree contributions

Illustrative: 2.0% increase effective 7/1/2019

FY20 reflects employee contribution increases of \$0.56 – \$5.46 per month (\$6.72 – \$65.52 per year) and State subsidy increases of \$13.35 – \$35.73 per employee per month (\$160.20 – \$428.76 per year) effective 7/1/2019

	FY 2019			FY 2020 with 2.0% Increase			\$ Change Employee/ Pensioner Contribution		\$ Change State Subsidy	
	Rate	Employee Contribution	State Subsidy	Rate	Employee Contribution	State Subsidy	Monthly	Annual	Monthly	Annual
First State Basic										
Employee	\$695.36	\$27.84	\$667.52	\$709.27	\$28.40	\$680.87	\$0.56	\$6.72	\$13.35	\$160.20
Employee + Spouse	\$1,438.68	\$57.52	\$1,381.16	\$1,467.45	\$58.67	\$1,408.78	\$1.15	\$13.80	\$27.62	\$331.44
Employee + Child	\$1,057.02	\$42.26	\$1,014.76	\$1,078.16	\$43.11	\$1,035.05	\$0.85	\$10.20	\$20.29	\$243.48
Family	\$1,798.42	\$71.92	\$1,726.50	\$1,834.39	\$73.36	\$1,761.03	\$1.44	\$17.28	\$34.53	\$414.36
CDH Gold										
Employee	\$719.68	\$35.98	\$683.70	\$734.07	\$36.70	\$697.37	\$0.72	\$8.64	\$13.67	\$164.04
Employee + Spouse	\$1,492.22	\$74.58	\$1,417.64	\$1,522.06	\$76.07	\$1,445.99	\$1.49	\$17.88	\$28.35	\$340.20
Employee + Child	\$1,099.56	\$54.96	\$1,044.60	\$1,121.55	\$56.06	\$1,065.49	\$1.10	\$13.20	\$20.89	\$250.68
Family	\$1,895.74	\$94.78	\$1,800.96	\$1,933.65	\$96.68	\$1,836.97	\$1.90	\$22.80	\$36.01	\$432.12
Aetna HMO										
Employee	\$725.94	\$47.16	\$678.78	\$740.46	\$48.10	\$692.36	\$0.94	\$11.28	\$13.58	\$162.96
Employee + Spouse	\$1,530.58	\$99.50	\$1,431.08	\$1,561.19	\$101.49	\$1,459.70	\$1.99	\$23.88	\$28.62	\$343.44
Employee + Child	\$1,110.52	\$72.18	\$1,038.34	\$1,132.73	\$73.62	\$1,059.11	\$1.44	\$17.28	\$20.77	\$249.24
Family	\$1,909.82	\$124.12	\$1,785.70	\$1,948.02	\$126.60	\$1,821.42	\$2.48	\$29.76	\$35.72	\$428.64
Comprehensive PPO										
Employee	\$793.86	\$105.18	\$688.68	\$809.74	\$107.28	\$702.46	\$2.10	\$25.20	\$13.78	\$165.36
Employee + Spouse	\$1,647.34	\$218.26	\$1,429.08	\$1,680.29	\$222.63	\$1,457.66	\$4.37	\$52.44	\$28.58	\$342.96
Employee + Child	\$1,223.46	\$162.08	\$1,061.38	\$1,247.93	\$165.32	\$1,082.61	\$3.24	\$38.88	\$21.23	\$254.76
Family	\$2,059.40	\$272.86	\$1,786.54	\$2,100.59	\$278.32	\$1,822.27	\$5.46	\$65.52	\$35.73	\$428.76

GHIP long term health care cost projections (FY19 Q3 update¹)

Subcommittee recommendations including FY20 program changes and 1% annual premium increase

FY20 reflects employee contribution increases of \$0.28 – \$2.73 per month (\$3.36 – \$32.76 per year) and State subsidy increases of \$6.67 – \$17.86 per employee per month (\$80.04 – \$214.32 per year) effective 7/1/2019

GHIP Costs (\$ millions)	FY17 Actual	FY18 Actual	FY19 Projected ¹	FY20 Projected ^{1,8}	FY21 Projected ⁸	FY22 Projected ⁸	FY23 Projected ⁸
Average Enrolled Members	123,132	125,488	126,471	127,736	129,013	130,303	131,606
GHIP Revenue							
Premium Contributions (Increasing with Enrollment) ²	\$799.0	\$810.9	\$818.4	\$825.5	\$833.8	\$842.1	\$850.5
<i>1.0% Premium Increase 7/1/2019 and beyond</i>	-	-	-	\$8.3	\$16.7	\$25.3	\$34.0
Other Revenues ³	\$81.6	\$92.1	\$93.2	\$111.5	\$118.2	\$125.4	\$133.0
Total Operating Revenues	\$880.6	\$903.0	\$911.6	\$945.2	\$968.7	\$992.8	\$1,017.5
GHIP Expenses (Claims/Fees)							
Operating Expenses ⁴	\$816.8	\$853.9	\$920.2	\$967.7	\$1,026.2	\$1,088.3	\$1,154.1
% Change Per Member	1.8%	2.6%	6.9%	4.1%	5.0%	5.0%	5.0%
FY20 Program Changes ⁵				(\$9.6)	(\$10.1)	(\$10.6)	(\$11.1)
Excise Tax Liability ⁶						\$9.1	\$16.3
Adjusted Net Income (Revenue less Expense)	\$63.8	\$49.1	(\$8.6)	(\$12.8)	(\$47.4)	(\$94.0)	(\$141.7)
Balance Forward	\$38.9	\$102.7	\$151.8	\$143.2	\$130.4	\$82.9	(\$11.1)
Ending Balance	\$102.7	\$151.8	\$143.2	\$130.4	\$82.9	(\$11.1)	(\$152.8)
- Less Claims Liability ⁷	\$54.0	\$58.9	\$58.8	\$61.2	\$64.9	\$69.4	\$74.0
- Less Minimum Reserve ⁷	\$24.0	\$24.0	\$24.3	\$25.3	\$26.8	\$28.7	\$30.4
GHIP Surplus (After Reserves/Deposits)	\$24.7	\$68.9	\$60.1	\$43.9	(\$8.8)	(\$109.2)	(\$257.2)

Please refer to Appendix (slide 12) for detailed projection footnotes

FY20 monthly rates and employee/retiree contributions

Illustrative: 1.0% increase effective 7/1/2019

FY20 reflects employee contribution increases of \$0.28 – \$2.73 per month (\$3.36 – \$32.76 per year) and State subsidy increases of \$6.67 – \$17.86 per employee per month (\$80.04 – \$214.32 per year) effective 7/1/2019

	FY 2019			FY 2020 with 1.0% Increase (effective 7/1/2019)			\$ Change Employee/ Pensioner Contribution		\$ Change State Subsidy	
	Rate	Employee Contribution	State Subsidy	Rate	Employee Contribution	State Subsidy	Monthly	Annual	Monthly	Annual
First State Basic										
Employee	\$695.36	\$27.84	\$667.52	\$702.31	\$28.12	\$674.19	\$0.28	\$3.36	\$6.67	\$80.04
Employee + Spouse	\$1,438.68	\$57.52	\$1,381.16	\$1,453.07	\$58.10	\$1,394.97	\$0.58	\$6.96	\$13.81	\$165.72
Employee + Child	\$1,057.02	\$42.26	\$1,014.76	\$1,067.59	\$42.68	\$1,024.91	\$0.42	\$5.04	\$10.15	\$121.80
Family	\$1,798.42	\$71.92	\$1,726.50	\$1,816.40	\$72.64	\$1,743.76	\$0.72	\$8.64	\$17.26	\$207.12
CDH Gold										
Employee	\$719.68	\$35.98	\$683.70	\$726.88	\$36.34	\$690.54	\$0.36	\$4.32	\$6.84	\$82.08
Employee + Spouse	\$1,492.22	\$74.58	\$1,417.64	\$1,507.14	\$75.33	\$1,431.81	\$0.75	\$9.00	\$14.17	\$170.04
Employee + Child	\$1,099.56	\$54.96	\$1,044.60	\$1,110.56	\$55.51	\$1,055.05	\$0.55	\$6.60	\$10.45	\$125.40
Family	\$1,895.74	\$94.78	\$1,800.96	\$1,914.70	\$95.73	\$1,818.97	\$0.95	\$11.40	\$18.01	\$216.12
Aetna HMO										
Employee	\$725.94	\$47.16	\$678.78	\$733.20	\$47.63	\$685.57	\$0.47	\$5.64	\$6.79	\$81.48
Employee + Spouse	\$1,530.58	\$99.50	\$1,431.08	\$1,545.89	\$100.50	\$1,445.39	\$1.00	\$12.00	\$14.31	\$171.72
Employee + Child	\$1,110.52	\$72.18	\$1,038.34	\$1,121.63	\$72.90	\$1,048.73	\$0.72	\$8.64	\$10.39	\$124.68
Family	\$1,909.82	\$124.12	\$1,785.70	\$1,928.92	\$125.36	\$1,803.56	\$1.24	\$14.88	\$17.86	\$214.32
Comprehensive PPO										
Employee	\$793.86	\$105.18	\$688.68	\$801.80	\$106.23	\$695.57	\$1.05	\$12.60	\$6.89	\$82.68
Employee + Spouse	\$1,647.34	\$218.26	\$1,429.08	\$1,663.81	\$220.44	\$1,443.37	\$2.18	\$26.16	\$14.29	\$171.48
Employee + Child	\$1,223.46	\$162.08	\$1,061.38	\$1,235.69	\$163.70	\$1,071.99	\$1.62	\$19.44	\$10.61	\$127.32
Family	\$2,059.40	\$272.86	\$1,786.54	\$2,079.99	\$275.59	\$1,804.40	\$2.73	\$32.76	\$17.86	\$214.32

GHIP long term health care cost projections (FY19 Q3 update¹)

Subcommittee recommendations including FY20 program changes and 0% annual premium increase

GHIP Costs (\$ millions)	FY17 Actual	FY18 Actual	FY19 Projected ¹	FY20 Projected ^{1,8}	FY21 Projected ⁸	FY22 Projected ⁸	FY23 Projected ⁸
Average Enrolled Members	123,132	125,488	126,471	127,736	129,013	130,303	131,606
GHIP Revenue							
Premium Contributions (Increasing with Enrollment) ²	\$799.0	\$810.9	\$818.4	\$825.5	\$833.8	\$842.1	\$850.5
<i>Hold premium rates flat FY20+</i>	-	-	-	\$0.0	\$0.0	\$0.0	\$0.0
Other Revenues ³	\$81.6	\$92.1	\$93.2	\$111.5	\$118.2	\$125.4	\$133.0
Total Operating Revenues	\$880.6	\$903.0	\$911.6	\$937.0	\$952.0	\$967.5	\$983.5
GHIP Expenses (Claims/Fees)							
Operating Expenses ⁴	\$816.8	\$853.9	\$920.2	\$967.7	\$1,026.2	\$1,088.3	\$1,154.1
% Change Per Member	1.8%	2.6%	6.9%	4.1%	5.0%	5.0%	5.0%
FY20 Program Changes ⁵				(\$9.6)	(\$10.1)	(\$10.6)	(\$11.1)
Excise Tax Liability ⁶						\$9.1	\$16.3
Adjusted Net Income (Revenue less Expense)	\$63.8	\$49.1	(\$8.6)	(\$21.1)	(\$64.1)	(\$119.3)	(\$175.8)
Balance Forward	\$38.9	\$102.7	\$151.8	\$143.2	\$122.1	\$58.0	(\$61.3)
Ending Balance	\$102.7	\$151.8	\$143.2	\$122.1	\$58.0	(\$61.3)	(\$237.0)
- Less Claims Liability ⁷	\$54.0	\$58.9	\$58.8	\$61.2	\$64.9	\$69.4	\$74.0
- Less Minimum Reserve ⁷	\$24.0	\$24.0	\$24.3	\$25.3	\$26.8	\$28.7	\$30.4
GHIP Surplus (After Reserves/Deposits)	\$24.7	\$68.9	\$60.1	\$35.6	(\$33.7)	(\$159.4)	(\$341.4)

+6.2% FY21 premium increase required to smooth \$35.6M deficit over two years

Please refer to Appendix (slide 12) for detailed projection footnotes

FY20 Health Plan premium recommendations

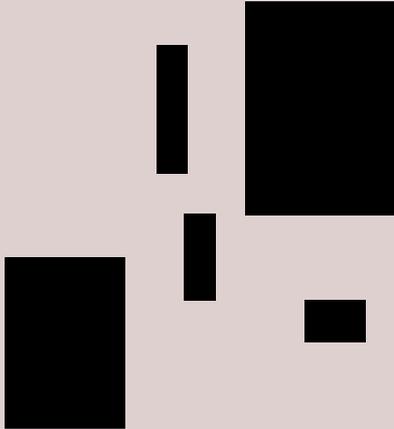
Recommendation for SEBC

- On 12/18/2018, the Financial Subcommittee recommended smoothing available GHIP surplus over two years when recommending a premium rate increase to the SEBC
 - Projected FY19 GHIP surplus is \$60.1M
 - Projected FY20 GHIP surplus is \$35.6M with no premium increase in FY20
 - Holding premium rates flat in FY20 will satisfy the Financial Subcommittee recommendation to smooth available surplus over two years
- On 5/2/2019, the Financial Subcommittee discussed the following considerations for recommending a FY20 premium increase:
 - The compounding effect of delaying premium increases and its impact on the long-term solvency of the fund
 - A modest increase below projected trend of 5% will help maintain fund surplus and account for the projected increase in retiring state employees as well as the increased cost and utilization of specialty pharmacy
 - Any premium increase should be clearly communicated in dollars instead of %'s
- On June 6th, the Financial Subcommittee recommended a “wait and see” approach
 - Hold premium rates flat effective 7/1/19
 - Revisit in August/September timeframe for potential 1/1/20 rate increase based on updated experience through FY19 Q4

Next steps

- SEBC vote on potential FY20 premium increase
- Continue to monitor GHIP plan performance based on emerging experience

Appendix



GHIP long term health care cost projection footnotes

Note: FY17 actual based on final June 2017 Fund Equity report; FY18 actual based on final June 2018 Fund Equity report; projected operating expenses based on experience through FY19 Q3; FY19 enrollment as of March 2019; numbers in table may not add up due to rounding

1. Includes approved design changes for site-of-care steerage for imaging/outpatient lab and COE services and proposed design changes for \$0 statin coverage and preventive 3D mammography effective 7/1/2018 and implementation of SurgeryPlus COE effective 7/1/2019; includes financial impact of legislative bills impacting GHIP (\$1.2m increase to FY19 budget and \$2.4m increase to FY20 projection)
2. Includes State and employee/pensioner premium contributions; assumes 1% annual enrollment growth for FY20-FY23.
3. Includes Rx rebates, EGWP payments, other revenues; FY20 and beyond includes estimated improvements in Rx rebates based on best and final ESI FY20 renewal proposal, provided 1/29/2019; includes fees for participating non-State groups (assumed to increase proportionally with membership growth and health care trend).
4. FY20 and beyond includes estimated reduction in pharmacy claims as a result of best and final ESI FY20 renewal proposal, provided 1/29/2019.
5. Includes estimated savings attributable to recommended changes eff. 7/1/2019: site-of-care steerage (\$6.9m), Highmark infusion therapy (\$2.0m), and Livongo (\$0.7m); cost impact of program changes assumed to increase annually with trend
6. 40% excise tax on the value of employer sponsored health care coverage over specified thresholds starting CY 2022. Threshold assumed to increase at 2% annually
7. FY19 Minimum Reserve levels updated with data through June 2018; FY19 Claim Liability updated with data and lag factors as of Dec 2018; future years assumed to increase with overall GHIP expense growth
8. FY20-FY23 projections based on 5% composite trend (assumes 6% underlying trend less 1% for future GHIP cost reduction initiatives); assumes no additional program changes in FY20; assumes 1% annual growth in GHIP membership.

GHIP long term health care cost projections (FY19 Q3 update)

Updates to FY19 recast and FY20 projection

- At 3/11/2019 SEBC meeting, Willis Towers Watson (WTW) presented GHIP financial projections based on updated claims experience through December 2018 (FY19 Q2) and the subcommittees' 12/18/2018 recommendations. Q2 projections included:
 - Refreshed GHIP FY19 claim liability as of 12/31/2018 based on updated lag factors
 - ESI's best and final contract renewal proposal, provided 1/29/2019
- Revised WTW budget projections with experience through March 2019 (FY19 Q3) result in a 0.3% decrease in FY19 budget, primarily driven by an increase in Other Revenues
 - FY19 budget projected to be \$827.0M, down from \$829.8M as of the FY19 Q2 update (GHIP Operating Expenses projected to be \$920.2M, up from \$920.0M)
 - FY20 budget projected to be \$856.2M, down from \$865.3M as of the FY19 Q2 update, primarily driven by a decrease in expected enrollment
 - Projected enrollment increase in FY20 and beyond has been reduced from 2% annual growth to 1% to align with historical growth in GHIP membership, smoothing for outlier years
- The following FY20 program changes are excluded from the FY20 budget of \$856.2M and reflected separately in the long-term projection exhibit:
 - Implementation of SurgeryPlus site-of-care steerage: \$500k savings (**approved 10/22**)
 - Implementation of Highmark infusion therapy steerage program: \$2.0M savings (**approved 2/11**)
 - Implementation of Livongo diabetes prevention services: \$720k savings (**approved 2/11**)
 - Changes to select copay plan design1: \$6.9M savings (**approved 2/11**)

Health care budget development

Assumption and pricing analysis details



- **Claims experience** provided by vendors (Highmark, Aetna, and ESI) reflect paid claims and enrollment for the most recent available 24 months, or two experience periods (4/1/2017 – 3/31/2019)
- Claims experience adjusted for **claim offsets** from pharmacy rebates and EGWP funding
- **Incurred But Not Reported (IBNR)** adjustments convert paid claims to an incurred basis based on the lag between when a claim is incurred and when it is paid
- **Exposure** adjustments convert claims experience into a *per adult* equivalent claims cost
- **Inflation and trend** adjustments increase the claims costs to reflect expected year-over-year increases to the cost of services
- **Plan Design** adjustments applied to the claims costs to reflect any plan design changes or movement across plans, and are based on the relative difference in *actuarial value* of the plans
- **Vendor adjustments** reflect results from medical TPA RFP and other adopted vendor initiatives
- **Self-insured fixed costs** are added to the adjusted claims cost to develop the **total budget**; this includes administrative service fees and operational expenses

WTW projected total budget is based on a best estimate of projected GHIP expenses (claims, fees, etc.) and does not assume any surplus offset or deficit recoup based on current Fund balance

GHIP long term health care cost projections (FY19 Q3 update)

Historical GHIP membership growth

- Since FY08, GHIP membership as of July 1 has increased by 1.32% annually
- Annual growth ranges 0-2% each year, excluding FY12 which saw a 4.33% increase in membership
 - Excluding FY12, average annual growth during the period has been about 1%

Fiscal Year (As of July 1)	Total GHIP Members ¹	% Increase
FY08	108,616	
FY09	109,960	1.23%
FY10	110,204	0.22%
FY11	111,390	1.08%
FY12	116,208	4.33%
FY13	118,333	1.83%
FY14	119,638	1.10%
FY15	121,966	1.95%
FY16	123,000	0.85%
FY17	123,244	0.20%
FY18	124,322	0.87%
FY19	125,488	0.94%
Avg Annual % Growth		1.32%
Avg Annual % Growth, excluding FY12		1.02%

Recommend 1% annual membership growth assumption for FY20 – FY23

¹ Source: SBO enrollment analysis as of April 2019

Claim liability refresh

Updates to FY19 recast

Claims Liability Targets by Quarter

12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	12/31/18
\$54.3m	\$54.3m	\$56.5m	\$59.5m	\$58.9m	\$58.9m	\$61.3m	\$58.8m

- Recommended Claim Liability target is based on estimated incurred but not paid (“IBNP”) liability as of 12/31/2018
 - Medical Claim Liability (Highmark and Aetna): \$50.9M
 - Pharmacy Claim Liability (ESI Commercial and EGWP): \$7.9M
- IBNP liability is based on paid claims for the period 1/1/2018 – 12/31/2018 and lag factors developed by Willis Towers Watson as of 12/31/2018
 - Lag factors represent the average period of time between when a claim is incurred and then paid by the State, and were developed separately for Aetna, Highmark, and ESI based on data provided by each vendor
 - Lag factors are reviewed and updated (if needed) annually
 - Claim Liability target is updated quarterly based on most recent 12 months of paid claims data
- Reduction in IBNP as of 12/31/2018 driven by a stabilization of Aetna processing time, which increased in FY18 (likely as a result of plan migration following the TPA RFP effective 7/1/2017)
- Reduction in claims liability increases FY19 projected surplus to \$54.7M

ESI pharmacy renewal – One year proposal

Overview

- The State engaged Willis Towers Watson to support the evaluation and negotiation of a one-year extension for the ESI Commercial and EGWP pharmacy contracts
 - The State has a traditional pricing arrangement for both contracts with 100% pass-through of rebates
 - The current Commercial contract terminates 6/30/2019
 - The current EGWP contract terminates 12/31/2019
- In December 2018, ESI submitted preliminary one-year renewal offers for both the Commercial and EGWP populations
 - Commercial renewal period: 7/1/2019 – 6/30/2020
 - EGWP renewal period: 1/1/2020 – 12/31/2020
- The preliminary renewal yielded \$14.5M savings over the current pharmacy contract terms
- ESI provided a best and final offer on 1/29/2019, yielding an additional \$2.6M in savings over the preliminary renewal, for a total savings of \$17.1M over the current pharmacy contract terms
 - These savings have been incorporated into the latest GHIP FY20 financial projections

ESI pharmacy renewal – One year proposal

Summary of projected FY20 contract savings (best and final offer)

- Overall, ESI's best and final renewal proposal is projected to reduce pharmacy allowed spend by \$25.7M for the respective one-year contract periods compared to the current contract pricing terms
 - Improvements in the commercial offer yield increase in gross allowed savings from \$11.6M to \$13.8M for the period 7/1/2019 – 6/30/2020
 - Improvements in the EGWP offer yield increase in gross allowed savings from \$10.1M to \$11.9M for the period 1/1/2020 – 12/31/2020
- Estimated total reduction of \$17.1M in GHIP pharmacy plan cost for FY20 (\$11.1M Commercial, \$6.0M EGWP) or additional \$2.6M over initial offer

ESI One Year Renewal Offer (\$M)	Commercial Population (FY20)				EGWP Population (CY20)			
	Initial Offer		BAFO		Initial Offer		BAFO	
	\$ Savings	% Savings	\$ Savings	% Savings	\$ Savings	% Savings	\$ Savings	% Savings
Rx allowed cost savings before rebates¹ <i>Reduction in allowed charges</i>	\$4.5	2.7%	\$4.9	2.9%	\$6.0	4.1%	\$6.1	4.2%
Rx allowed cost savings incl. rebates² <i>Reduction in allowed charges + improved rebates</i>	\$11.6	8.6%	\$13.8	10.2%	\$10.1	8.0%	\$11.9	9.4%
FY20 plan cost reduction³ <i>FY20 budget impact</i>	\$9.5		\$11.1		\$5.0		\$6.0	

¹ Estimated savings for each respective contract period using allowed claims (plan and member cost sharing combined), utilization, and enrollment data for the period 11/1/2017 – 10/31/2018 and composite annual pharmacy trend rate of 6-7% (varying by generic, brand, and specialty drug categories)

² Estimated Rx allowed cost savings per footnote 1 plus estimated increase in rebates based on current drug mix; rebate improvements shown are above any anticipated rebate over-performance (true-up) for current contract

³ Estimated reduction in GHIP pharmacy plan cost (net of member cost sharing) for the period 7/1/2019 – 6/30/2020 based on the pricing assumptions outlined in the Appendix

Policy subcommittee recommendations for FY20 changes

- Implement the following changes for FY20:

Service <i>For PPO and HMO plans only</i>	FY19 Current	FY20 Proposed Change
Basic Imaging		
▪ Freestanding Facility (preferred)	▪ \$0 copay	▪ \$0 copay
▪ Hospital-based Facility	▪ \$35 copay	▪ \$50 copay
High Tech Imaging		
▪ Freestanding Facility (preferred)	▪ \$0 copay	▪ \$0 copay
▪ Hospital-based Facility	▪ \$50 copay	▪ \$75 copay
Outpatient Lab		
▪ Preferred Lab	▪ \$10 copay	▪ \$10 copay
▪ Other Lab	▪ \$20 copay	▪ \$50 copay
Emergency / Urgent Care		
▪ Urgent Care (HMO/PPO copay)	▪ \$15/\$20 copay	▪ \$15/\$20 copay
▪ Emergency Room	▪ \$150 copay	▪ \$200 copay
Telemedicine		
	▪ \$15/\$20 copay (HMO/PPO)	▪ \$0 copay (HMO/PPO)

Combined annual claim cost avoidance opportunity: \$6.9m (\$4.6m to General Fund)

- Implement Highmark's infusion therapy site-of-care steerage program (\$2.0m claim savings potential, \$1.3m to General Fund)
- Implement Livongo through Aetna, Highmark and Express Scripts (\$720k claim savings potential, \$500k to General Fund)
- Total annual claim cost avoidance opportunity: \$9.6m (\$6.4m to General Fund)**

GHIP claim liability and reserve methodology

Alternatives for consideration (details in Appendix)

- Financial Subcommittee reviewed current methodology for setting the claim liability

Methodology	Description	FY19 Claim Liability
Current	Estimated incurred but not paid (“IBNP”) liability based on Aetna, Highmark, and ESI lag factors	\$61.3M

- Financial Subcommittee also reviewed alternative methodologies for setting the minimum reserve level for GHIP

Methodology	Description	FY19 Reserve
★ Current	Upper bound of 97% confidence for WTW claim variability tool	\$24.3M
Alternative 1	Upper bound of 98.5% confidence for WTW claim variability tool	\$27.1M
Alternative 2	Upper bound of 98.5% confidence for WTW claim variability tool plus 1% load for potential population health risk volatility	\$35.1M

- Continue to review claim liability on a quarterly basis and minimum reserve on an annual basis

GHIP surplus modeling

Scenarios for consideration

- Using surplus to minimize annual premium increases may put a strain on future revenues needed to keep pace with health care cost trend
- GHIP surplus projected to be \$48.1M by the end of FY19, based on assumptions outlined on page 2
- Financial Subcommittee discussed spreading the FY19 surplus level (\$48.1M) over multiple years, rather than using the full amount to offset costs in FY20
 - Each scenario reviewed included a corresponding premium contribution increase to “balance” the fund (\$0 surplus) by FY21 or FY22
 - Avoid the need for a more significant increase in a future year, which could be further exacerbated in a year of poor claims experience
- The following scenarios were considered:
 - Spread \$48.1M surplus over 2 years (use \$24.0M surplus in FY20 by increasing premiums 4.5%* effective 7/1/2019)
 - Spread \$48.1M surplus over 3 years (use \$16.0M surplus in FY20 by increasing premiums 5.4%* effective 7/1/2019)
- Recommendation intended to address both current fund surplus, and available surplus in future years – Subcommittee may choose to revisit smoothing duration in the future

* Required premium increase assuming no program changes for FY20; if SEBC approves recommended FY20 program changes yielding \$9.6M in savings, required premium increases drop to 3.2% (2 year smoothing) and 4.2% (3 year smoothing)